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The income and expenditures of the associated students are reported in detail for the school year 1967-68. Income accounts include sales of associated student cards, admission to athletic events, and the operation of the book store, cafeteria, and snack bar; expense accounts include athletics, art, music, drama, student government, student publications, organizations, public relations, salaries, and capital outlay. (MC)

U.S. DEPARTMENT OF HEALTH, EDUCATION & WELFARE
OFFICE OF EDUCATION

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1967 - 68

ASSOCIATED STUDENT'S

YEAR END REPORT

UNIVERSITY OF CALIF.
LOS ANGELES

NOV 4 1968

CLEARINGHOUSE FOR
JUNIOR COLLEGE
INFORMATION

JC 680 461
ED 025 231

JOHN E. JOHNSON
PRESIDENT

SANTA ANA JUNIOR COLLEGE DISTRICT

Santa Ana College

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GLENN D. TABOR
SUPERINTENDENT OF SCHOOLS

September 30, 1968

Glenn D. Tabor, Superintendent
Santa Ana Schools
Santa Ana, California

Dear Dr. Tabor:

The attached report, which is forwarded to you for information and evaluation, was prepared by the College Student Body Office to show the various financial operations of the Associated Students during the 1967-68 year.

This has been a successful year with financial activities more than keeping pace with increasing enrollments. Gross receipts from all sources climbed past $577,000 and the A.S. budget of $120,275 ended the year with a balance of $14,662.12. The June 30 current value of all student body controlled accounts was $193,139.27. Adding the payment of $115,000 toward indebtedness on the new bookstore building places the year's financial activities about 20% above prior year.

Student Body Card sales and Bookstore profit continue as the major sources of income. Respectively, these total $67,136.73 and $55,461.32 and provide more than 80% of the net income. While athletic admissions increased slightly, the net receipts from these events ($7,564.42) provided for only 17¢ of each dollar spent ($44,970.70) for intercollegiate athletics.

The food service operations---Cafeteria and Snack Bar---continue the policy of "wholesome food at minimum cost." Pleasingly, both endeavors operated in the black in spite of rising costs. The drop in cafeteria gross sales from prior year high was due largely to the delayed opening last September.

Certainly the new Don Bookstore and cafeteria expansion add much to the campus and now ably provide quality service to students in these critical areas.

Ron Sabo is to be commended for his close supervision of details connected with completion and moving the bookstore. Being well organized this proceeded with minimum confusion and necessitated only one-half day "out of service." He and his competent staff under the direction of Dean Trawick handled the full gamut of student body finance in a most businesslike manner. The cooperation of Dr. Miller and the Central Business Office is much appreciated.

Respectfully submitted,

John E. Johnson

DIVERSIFIED STUDENT BODY FUNDS

July 1, 1967 - June 30, 1968

INCOME ACCOUNTS	RECEIPTS	% OF INCOME
A. S. Cards (Schedule 1)	$ 67,421.35	50.4
Athletics (Schedules 2 & 3)	7,564.42	5.7
Snack Bar (Schedule 4)	8,820.28	6.6
*Bookstore (Schedule 5)	41,250.00	30.8
Cafeteria (Schedule 6)	1,045.78	.8
Miscellaneous (Schedule 8)	7,690.77	5.7
*This figure is the amount contributed toward the budget and does not reflect the profit.	133,792.60	100%

EXPENSE ACCOUNTS	EXPENDITURES	% OF EXPENDITURES
Athletics	42,106.00	35.0
Art, Music and Drama	7,850.00	6.5
Student Activities	6,602.00	5.5
Student Government	2,642.00	2.2
Student Publications	12,100.00	10.1
Organizations	3,010.00	2.5
Public Relations	1,450.00	1.2
Miscellaneous	6,600.00	5.5
Salaries	18,915.00	15.7
Capital Outlay	16,500.00	13.7
Reserves	2,500.00	2.1
	$120,275.00	100%

ENDING BALANCES:

Income and Special Accounts (Schedule 7)	$46,094.23
Club Accounts (Schedule 7)	2,553.12
	$48,647.35

SANTA ANA COLLEGE - ASSOCIATED STUDENTS
Budget VS Expenditures
Fiscal Year 1967-68

Accounts	Budget	Supplemental Income	Expended	Transfers	Ending Balance
Administration	500.00		121.44	(348.72)	29.84
Advertising	400.00		381.83		18.17
Alpha Gamma Sigma	385.00	655.08	571.12	(318.83)	150.13
A.M.S.	600.00	50.00	102.06	(325.50)	222.44
Art Gallery	450.00	521.58	961.92	(19.40)	(9.74)
Assemblies & Rallies	3,100.00		2,166.71	(74.95)	858.34
Auto Expense	2,600.00	767.14	1,751.38		1,615.76
Auto Safety Check	75.00		41.99		33.01
A.W.S.	600.00	26.75	438.36	(82.17)	106.22
Awards, Athletic	3,000.00	364.80	2,285.75	11.93	1,090.98
Awards, Student Gov.	242.00		60.00		182.00
Band	3,500.00	2.30	3,565.79	(1.20)	(64.69)
Band Uniform Reserve	1,000.00				1,000.00
Banquets	900.00	332.75		(910.66)	322.09
Baseball	2,200.00	98.00	2,503.76		(205.76)
Basketball	2,650.00	1,388.92	3,943.59	(78.75)	16.58
Building Fund Reserve	15,000.00	49,691.00	116,091.00	51,115.00	(285.00)
Business Mgrs. Salary&Exp.	5,315.00		5,464.27		(149.27)
Business Office Exp.	300.00		405.04	42.09	(62.95)
Campus Security	1,700.00		2,591.01		(891.01)
Championship Playoffs	750.00	2.60	905.75		(153.15)
Choir	500.00		482.60		17.40
Conferences	1,800.00	1,571.75	1,779.69	(1,144.21)	447.85
Cross Country	501.00		557.88		(56.88)
Custodial Expense	3,000.00				3,000.00
Drama	3,000.00	70.00	2,943.27	(119.40)	7.33
Eastern Conference Assess.	400.00		439.90		(39.90)
Equipment Bid Items	4,700.00		4,700.00		---
El Don	1,300.00		1,075.62	24.06	248.44
Football	7,700.00		7,677.27	8.80	31.53
Forensics	400.00	41.50	463.33		(21.83)
Freshman Class	75.00	9.00	28.36		55.64
Furniture & Equip.	1,500.00	538.00	442.20		1,595.80
Golf	1,000.00		967.34	(14.00)	18.66
High School Contacts	200.00			(9.27)	190.73
Handbook	2,000.00		1,851.70		148.30
Insurance Expense	500.00		512.00	66.00	54.00
I.C.C.	750.00	281.35	701.41	(130.35)	199.59
Intramurals	100.00		17.64		82.36
Journalism Workshop	300.00		64.69	(226.90)	8.41
Knights	125.00		14.00		111.00
Las Doncellas	100.00				100.00
Medical Service	8,000.00	202.56	8,082.00		120.56
Miscellaneous	500.00		229.33		270.67
News Service	650.00		598.43	(50.00)	1.57
Phi Theta Kappa	300.00		202.00		98.00
Publicity	200.00		63.44		136.56

SANTA ANA COLLEGE - ASSOCIATED STUDENTS (continued)
Budget VS Expenditures

Accounts	Budget	Supplemental Income	Expended	Transfers	Ending Balance
Repair of Equip.	600.00		594.10		5.90
Scholarships	600.00		300.00		300.00
Secretarial Service	8,900.00		8,580.31	28.68	348.37
Semester Magazine	8,300.00		7,585.64	(.19)	714.17
Social	2,527.00	807.50	2,199.60	(517.80)	617.10
Sophomore Class	75.00	441.87	487.28		29.59
Special Reserve Budget	1,000.00		296.00		704.00
Student Gov. Furn.	500.00				500.00
Student Gov. Supp. & Epx.	600.00		516.15	(61.20)	22.65
Summer Activities	900.00	171.51	1,351.72		(280.21)
Swimming	2,120.00	672.50	3,057.92	106.00	(159.42)
Track	2,000.00	464.43	2,522.54	(189.06)	(247.17)
Tavern Post	200.00				200.00
Tennis	595.00	3.00	558.09		39.91
Trainer	600.00		510.86		89.14
Uniform, Yell & Song	720.00		690.00		30.00
Utilities	1,000.00				1,000.00
Volleyball	420.00	511.64	494.03	(187.40)	250.21
W.A.A.	850.00	364.48	1,204.28		10.20
Water Polo	1,300.00	405.00	1,769.29		(64.29)
Wrestling	1,600.00	512.59	2,278.48	68.08	(97.81)
	120,275.00	60,969.60	213,243.16	46,660.68	14,662.12

Schedule 1

SANTA ANA COLLEGE - ASSOCIATED STUDENTS
Associated Student Cards
Income Statement
Fiscal Year 1967-68

Income:			
Limited Cards			
3201-9201 = 6,000 @ 3.00	18,000.00		
65/66 Cards 199 @ 3.00	597.00		
		18,597.00	
Less:			
Voids 51 @ 3.00	153.00		
Refunds 32 @ 3.00	96.00		
		249.00	
Adjusted Net			18,348.00
First Semester Cards $15.00			
2759 @ 15.00		41,385.00	
Less:			
Refunds	1,190.00		
Voids	15.00	1,205.00	
Adjusted Net			40,180.00
Second Semester Cards $10.00			
2760 - 3201 = 441 @ 10.00	4,410.00		
65/66 126 @ 10.00	1,260.00	5,670.00	
Less:			
Refunds	576.00		
Voids	40.00	616.00	5,054.00
Adjusted Net			
Summer Cards $2.00			
1 - 2622 = 2621 @ 2.00		5,242.00	
Less:			
Voids 17 @ 2.00	34.00		
Refunds 30 @ 2.00	60.00	94.00	
Adjusted Net			5,148.00
Part Payments	20.00		
Duplicates 2 @ 7.50	15.00		
3 @ 1.00	3.00		38.00
NET SALES			68,768.00
Expenses:			
Print Costs	733.07		
Registration Payroll	855.86		
Internal Revenue	42.34		1,631.27
ADJUSTED NET SALES			67,136.73

Schedule 1

SANTA ANA COLLEGE - ASSOCIATED STUDENTS (continued)
Associated Student Cards
Income Statement
Fiscal Year 1967-68

Controlling Account Figures

Receipts	70,998.30	
Transfers	1.32	
	70,999.62	
Disbursements	3,578.27	
NET PROFIT		67,421.35
Overage		284.62

This figure includes $10.00 receipts written for cards not picked up and $45.00 for Vets 65/66 cards not paid for in that year.

Schedule 2

SANTA ANA COLLEGE - ASSOCIATED STUDENTS

Income Statement
Basketball Season 1967-68

Date	Opponent	Gross Sales	Short/Over	Expense	Net Income
Nov. 25	San Diego Mesa	62.00	Even	10.00	52.00
Nov. 28	Rio Honda	28.50	Even	10.00	18.50
Jan. 5	Mt. San Antonio	35.00	Even	10.00	25.00
Jan. 12	San Bernardino	44.00	Even	10.00	34.00
Jan. 16	Golden West	39.50	Even	10.00	29.50
Jan. 27	Cypress	58.00	Even	10.00	48.00
Jan. 30	Citrus	15.50	Even	10.00	5.50
Feb. 9	Orange Coast	118.50	Even	11.00	107.50
Feb. 13	Riverside	110.00	Even	10.00	100.00
Feb. 23	Fullerton	96.00	Even	10.00	86.00
Feb. 29	Chaffey	22.00	Even	10.00	12.00
		629.00	Even	111.00	518.00

Schedule 3

SANTA ANA COLLEGE - ASSOCIATED STUDENTS
Income Statement

Football 1967 Season

	Golden West	Fullerton	Riverside	South Western	Mt. Sac	Totals
Income:						
Ticket Sales						
Season Tickets	173.30	173.30	173.30	173.30	173.30	866.50
Game	2,303.00	3,886.65	546.50	351.50	845.55	7,933.50
Guarantee T. V.			1,500.00			1,500.00
Gross Income	2,476.30	4,059.95	2,219.80	525.10	1,018.85	10,300.00
Expenses:						
Bowl Rental	371.45	608.99	250.00	250.00	250.00	1,730.44
Tickets	49.52	49.53	49.53	49.53	49.53	247.64
Staff	183.00	217.00	180.00	168.00	144.00	892.00
Insurance	13.20	13.20	13.20	13.20	13.20	66.00
Equipment						
Total Expenses:	617.17	888.72	492.73	480.73	456.73	2,936.08
Net Income	1,859.13	3,171.23	1,727.07	44.37	562.12	7,363.92
Other Expenses:						
Reserve Officers (Games Away)					80.00	
Sportsmanship Trophy Judge					97.50	
Southwestern College					140.00	
Total Other Expenses:						317.50
ADJUSTED NET INCOME						7,046.42

Schedule 4

SANTA ANA COLLEGE - ASSOCIATED STUDENTS

Snack Bar Income Statement
Fiscal Year 1967-68

Gross Sales			$ 80,347.95
Cost of Goods Sold:			
Beginning Inventory	1,095.53		
Purchases	44,160.85		
Merchandise Available for Sale		45,256.38	
Less Ending Inventory		1,263.43	
Cost of Goods Sold:			43,992.95
Gross Profit on Sales			36,355.00
Operating Expenses:			
Sales Salaries		27,491.16	
State Board of Equalization		47.51	
Health Insurance		207.00	
Operating Supplies		1,136.36	
Total Operating Expenses:			28,882.03
NET PROFIT			7,472.97
Other Income:			1,347.31
ADJUSTED NET PROFIT			$ 8,820.28

Schedule 5

SANTA ANA COLLEGE - ASSOCIATED STUDENTS
DON BOOKSTORE
STATEMENT OF OPERATIONS AND BALANCE SHEET

Gross Sales			$337,728.39
Inventory (July 1, 1967)		41,484.44	
Purchases	277,878.59		
Purchases-Returns & Allowances	10,267.41		
	267,611.18		
Freight	4,549.83		
Net Purchases		272,161.01	
Total Merchandise available for sale		313,645.45	
Less Ending Inventory (June 30, 1968)		54,753.91	
Cost of Goods Sold			258,891.54
Gross Profit			78,836.85
Expenses:			
Salaries	21,645.96		
Health Insurance	100.00		
Operating Supplies	1,677.56		
Cash, overage-shortage	(5.97)		
Insurance Expense	287.00		
Miscellaneous Expense	223.58		
Total Expenses			23,928.13
Net Profit from Operations			54,908.72
Other Income:			
Discounts Earned	177.93		
Interest Earned	374.67		
			552.60
ADJUSTED NET PROFIT			$55,461.32

BALANCE SHEET

Cash	21,780.58	Sales Tax Payable	2,017.59
Savings	30,000.00	Surplus	142,474.33
Cash (Change Fund)	100.00		
Accounts Receivable	908.15		
Accrued Credits	2,991.49		
Equipment	33,957.79		
Inventory June 30, 1968	54,753.91		
	144,491.92		144,491.92

Schedule 6

SANTA ANA COLLEGE - ASSOCIATED STUDENTS

Cafeteria Income Statement
Fiscal Year 1967-68

Gross Sales:			$ 40,310.51
Cost of Goods Sold:			
Beginning Inventory	773.64		
Purchases	23,264.45		
Merchandise available for Sale:		24,038.09	
Less Ending Inventory		589.66	
Cost of Goods Sold:			23,448.43
Gross Profit on Sales			16,862.08
Operating Expenses:			
Salaries		27,530.03	
Health Insurance		130.00	
Operating Supplies		930.67	
State Board of Equalization		605.48	
Total Operating Expenses:			29,196.18
NET PROFIT FROM OPERATIONS:			(12,334.10)
Other Income:			
Special Events		12,632.35	
Accounts Receivable		975.39	
Total Other Income:			13,607.74
NET PROFIT:			1,273.64
Less Capital Outlay			
Santa Ana Restaurant & Equipment (New Silverware)			227.86
ADJUSTED NET PROFIT			$ 1,045.78

Schedule 7

SANTA ANA COLLEGE - ASSOCIATED STUDENTS
Balance Sheet
June 30, 1968

ASSETS		
Cash	$ 26,333.76	
Administration Special	10.00	
Athletic Revolving Fund	300.00	
Cafeteria Inventory	589.66	
Petty Cash (Business Office)	100.00	
Savings	20,000.00	
Snack Bar Petty Cash	50.00	
Snack Bar Inventory	1,263.43	
Accounts Payable	.50	
		$ 48,647.35
LIABILITIES		
Budget Accounts		
Administration	29.84	
Alpha Gamma Sigma	150.13	
A.M.S.	222.44	
Assemblies & Rallies	858.34	
Auto Expense	1,615.76	
A.W.S.	106.22	
Awards, Athletics	1,090.98	
Awards, Student Government	182.00	
Band Uniform Reserve	1,000.00	
Banquets	322.09	
Building Fund Reserve	(285.00)	
Conferences	447.85	
Furniture and Equipment	1,595.80	
High School Contacts	190.73	
Handbook	148.30	
Insurance Expense	54.00	
I.C.C.	199.59	
Intramurals	82.36	
Knights	111.00	
Miscellaneous	270.67	
Publicity	136.56	
Social	617.10	
Sophomore Class	29.59	
Special Reserve Budget	704.00	
Student Gov. Furniture	500.00	
Student Gov. Expense	22.65	
Summer Activities	(280.21)	
Tavern Post	200.00	
Volleyball	250.21	
Water Polo	(64.29)	
		10,508.71

SANTA ANA COLLEGE - ASSOCIATED STUDENTS (continued)
Balance Sheet
June 30, 1968

LIABILITIES

Income & Special Accounts

Administration Special	$ 10.00	
Awards, Scholarship	1,983.00	
Athletic Reserve	300.00	
Automotive Scholarship	900.00	
Cafeteria	(2,945.45)	
Cafeteria Inventory Reserve	589.66	
Commencement and Convocation	394.74	
El Don Advertising	1,255.04	
Journalism Scholarship	50.00	
Operating Surplus	31,397.37	
Payroll Revolving	285.41	
Personal Products	129.55	
Snack Bar Inventory	1,263.43	
Snack Bar	(1,686.17)	
Savings	50.00	
Snack Bar Petty Cash	50.00	
Sully Miller	1,500.00	
Welfare	58.94	
		35,585.52

CLUBS

Alpha Sigma Chi	36.04	
Alumni Association	122.52	
Auto Club	48.04	
Campus Crusade	61.92	
Chess Club	5.00	
Christian Science	28.00	
Circle K	428.65	
College Players	52.34	
Don Lions	172.94	
Down Unders	8.91	
Engineers Club	76.96	
Greeks	25.00	
International Club	57.50	
Lamba Delta Sigma	43.87	
Las Damitas	18.01	
Las Gitanas	112.01	
Las Hidalgas	12.36	
Las Meninas	19.90	
Lutheran Students	10.08	
Mello Dons	20.01	
Newman Club	117.88	
Ridgerunners	79.41	
Ski Club	50.00	
Veterans Club	137.18	
Young Democrats	784.52	
Young Republicans	15.50	
World Affairs	8.25	
Writers Club	.32	
		2,553.12
		$ 48,647.35

Schedule 8

SANTA ANA COLLEGE - ASSOCIATED STUDENTS
Miscellaneous Income
Fiscal Year 1967-68

Accounts	Beginning Balance	Supplemental Income	Expended	Transfers	Ending Balance
Awards, Scholarships	1,935.38	1,206.82	1,129.20	(30.00)	1,983.00
Bad Checks		(443.49)			(443.49)
Commence. & Convocation	666.49	989.25	1,261.00		394.74
Drama Income		2,369.35	309.92	(2,059.43)	---
El Don Advertising	988.41	1,109.04	796.37	(46.04)	1,255.04
Interest Earned		5,191.99		(5,191.99)	---
Journalism Scholarship	50.00				50.00
Parking Fees		1,001.50	411.15	(590.35)	---
Payroll Revolving	285.41				285.41
Personal Products	118.69	60.36	49.50		129.55
Program Ads		400.00		(400.00)	---
Program Sales		765.02		(765.02)	---
Snack Bar Petty Cash	50.00				50.00
Sully Miller	2,500.00	2,000.00	3,000.00		1,500.00
Welfare	60.87	100.60	102.53		58.94
	6,655.25	14,750.44	7,059.67	(9,082.83)	5,263.19
Supplemental Income					14,750.44
Expended					7,059.67
TOTAL MISCELLANEOUS INCOME					7,690.77